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# Reasons Developers Struggle with **AppSec** and How to Make it Easier

Hint: None of the reasons are “Developers Don’t Care about Security”

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# \$ whoami

## Scott Gerlach

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- CISO @SendGrid - 3 years
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- Husband, Dad, Brewer, Golfer, tinkerer
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# AppSec Problem Overview

**AppSec** = Good; In Theory

## Static Code Analysis

- Noisy, often lacks Application Context
- Language Dependant (Don't get me started on IDE support)

## Dynamic Code Analysis

- Better at actual app and context, but still somewhat noisy
- Hard to use

## RASP, IAST, WAF

- Wait til someone/something else finds it... in Prod



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**Problem One:**  
***The Benevolent Security Team  
Or Lack Thereof***





# Trust Issues



**Charlie Miller** @0xcharlie · Feb 23

Replying to [@coleencoolidge](#) and [@fredrickl](#)

i'm not sure if a new hire dev is in a position to evaluate risk for a feature, product, or company. i think professional security people can do this better?



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## Trust and Support

“ I wouldn't want to put a new hire Developer in the position of making an **uninformed** risk decision ”

-Scott Gerlach



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# Let's Teach Them AppSec

If they know how attackers think, they'll be able to test like an attacker - Hack Yourself!

- Here's 11ty Billion new Acronyms to learn
- Also, let's talk about risk
- But wait before that, do you know the Internet is a bad place?
- *If you have sent any of your Devs to a Security Training program, who usually gets selected?*



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# “We Need to Model Out a Price Increase”

Have you ever seen the FP&A team teach the basics of accounting to the Exec Team

## ACCOUNTING 101

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### CHAPTER ONE:

Asset, Liability,  
Owner's

Equity, Revenue, and  
Expense Accounts





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# The Chase to Perfection

- Find 11ty Billion issues -> We have to fix all of these!
- Why? What is the actual risk in the context of the business?
- What if your QA filled 1,000 tickets for bugs that are unlikely to degrade user experience?

*“I’ve never had a satisfying conversation on why a security issue is ever more important than a feature. Ever.” - Product VP*



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# If You Don't Have a Security Team

- Where do I start?
- OMG, forget it. I have other stuff to do.
- Wait, maybe the DevOps team can handle it



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**Problem Two:**  
*AppSec Tools are built for  
Security Teams*



I think we've got a  
SQL Injection here



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# Security Websters

## CSRF: Cross Site Request Forgery

Cross-Site Request Forgery (CSRF) is an attack that forces an end user to execute unwanted actions on a web application in which they're currently authenticated. With a little help of social engineering (such as sending a link via email or chat), an attacker may trick the users of a web application into executing actions of the attacker's choosing. If the victim is a normal user, a successful CSRF attack can force the user to perform state changing requests like transferring funds, changing their email address, and so forth.

## XSRF: Cross Site Request Forgery

We couldn't decide which one to use, so we use both interchangeably. Isn't that cool? Anyway, I hope some of this text helps you understand what this means because we wrote a lot of it.





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# There are Good AppSec Dev Tools Out There

Developer native tools (in context, how they work)

- Snyk
- Fossa
- npm audit
- GitHub (package inspection, PR Bot)
- OWASP Dependency Check



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Lastly, and worst of all,  
they all suffer from....



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# **Problem Three:** ***The Production Bias***



# Examining the Production-Bias: People



## The Security Team

Production is where they **know the app the best**



## Pen Tester

Production is their **only point of access**

**Primary Value:** These groups are very focused on the “**finding**” of vulnerabilities/security bugs. MOAR findings = MOAR better.

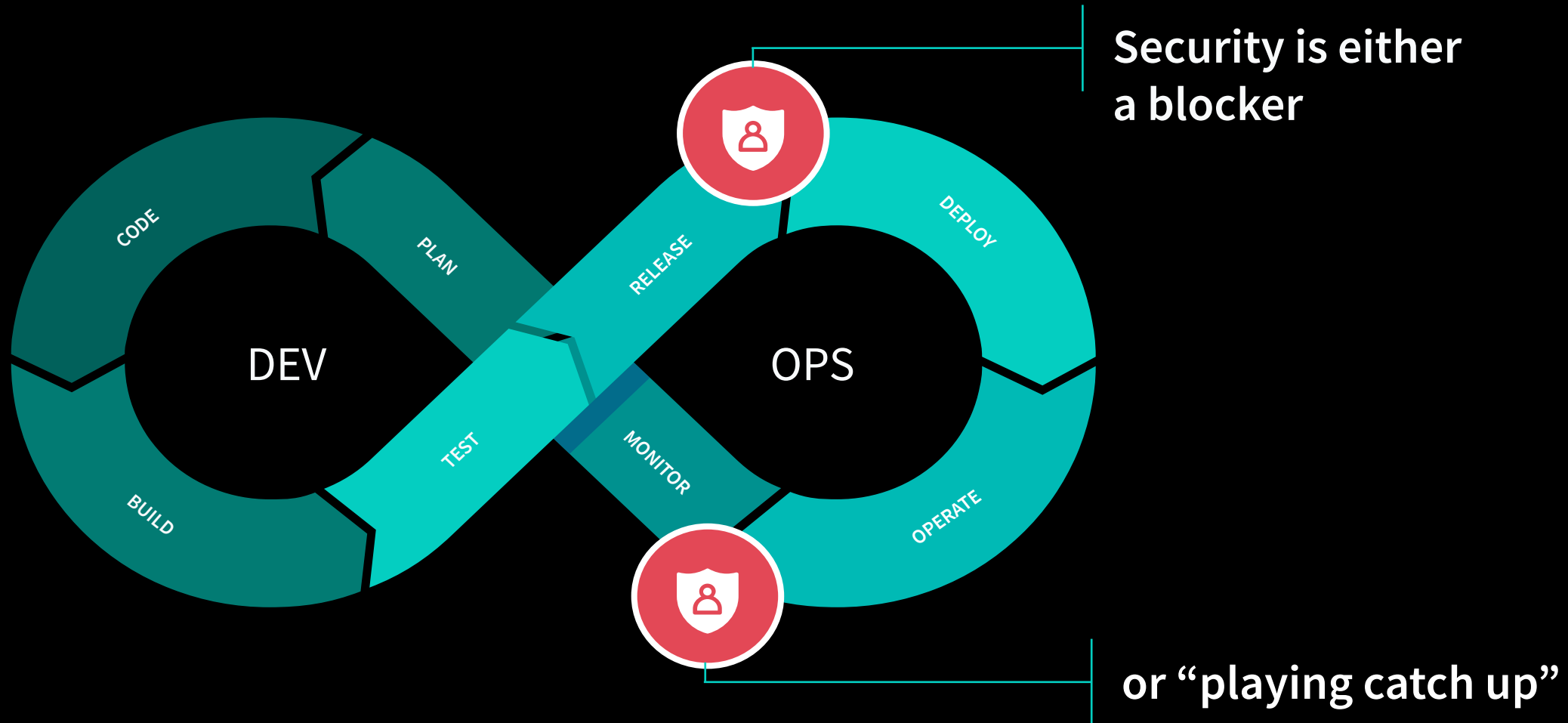
### Repercussions...

- More focused on the **numbers** of things found, than finding and fixing the right things
- Inefficient — the “**finders**” are not the “**fixers**”
- Reinforces an adversarial relationship — “Hey look, I broke your stuff”

\*Assuming you have a security team



# Examining the Production-Bias: Timing







Also, there's a major problem with appsec tools that favor running in production...

# THE BUGS ARE IN PRODUCTION.

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# Getting Started: *The Right Way*



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# How Test-Driven Security Should Work



When a team writes code, they know the syntax is wrong when it won't compile.



When a team merges code they know there is a problem when it doesn't merge.



When a team runs unit tests, they know the code is wrong when it fails the unit test.



When a team runs integration tests, they know the code is wrong when it doesn't work as designed.



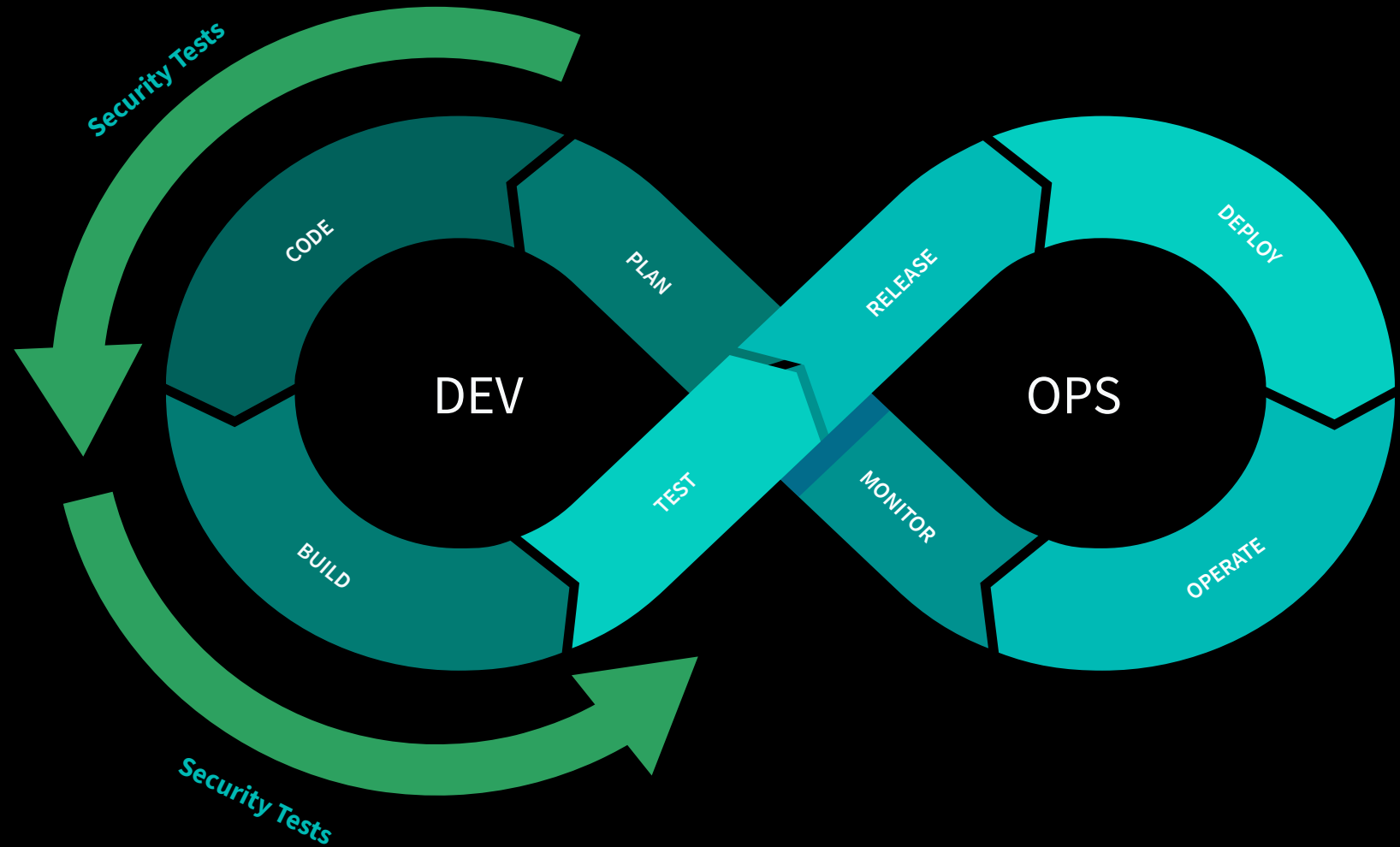
**When a team introduces a vulnerability, they know when it fails a security test.**

# Right Time: Pre-Production

## Local Dev & CI/CD

Instrumenting Security Tests into CI/CD gives engineers **immediate** feedback.

Adding the ability to test locally allows for quick iteration in the fix-test loop if a new bug is identified.



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# Engineers Are Smart: Let Them Be Smart

- Security Teams tend to want to “Approve” everything: What that means is other people can’t make decisions
- Allow technology to spark collaboration between Development and Security but enable Devs to do their work
- Business Risk is a collaboration, not a one team knows the answer game







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# Just Start!

- Engage an Engineering Team and their pipeline
- Choose AN app or service to start
- Choose a technology (SCA, DAST)
- Iterate and expand



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# Thanks!

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